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MONTANA REAL ESTATE REVIEW

AN OFFICIAL PUBLICATION OF THE MONTANA BOARD OF REAL ESTATE

Volume 1 — No. 2 **Helena, Montana 59601** **Published Quarterly**

DICKHOFF REAPPOINTED

Governor Thomas L. Judge has announced the reappointment of Arthur W. Dickhoff as a member of the Montana Board of Real Estate as one of the representatives of the Second Congressional District. He was originally appointed by Governor Forrest Anderson on December 15, 1970.

Dickhoff is Vice President of the Great Falls National Bank. He is a Montana native and has been with the Great Falls National Bank since 1956. Mr. Dickhoff is a graduate of the American Banker's Association Mortgage School, Ohio State University, Columbus, Ohio.

Besides being active in Great Falls community affairs, receiving in 1971 the Distinguished Service Award presented by the Junior Chamber of Commerce, Dickhoff has served on various national banking committees, as well as numerous state associations. He is currently an associate member of the Great Falls, Board of Realtors.

26th Realtor Convention Plans Indicate Great Meeting

The 26th Annual Realtors Convention, to be held September 16-19, 1973, at the Colonial Hilton, in Helena, will be "The Best Yet," according to Gordon Buckland, State President. Sunday, September 16th, has been chosen as opening day, for a very good reason. By choosing this date, your Convention Committee has been able to attract a much better slate of speakers!

Registration tables will be set up in the Colonial Hilton lobby from 12:00 noon until 8:00 p.m. Be sure to register early, for the stage has been set at the Green Meadow Country Club, for a GOLF TOURNAMENT and PICNIC. The tournament is scheduled to get under way at 1:00 p.m. At 7:00 p.m. that evening, a no-host dinner will be presented at the Convention site.

The power packed program of speakers is headlined by a welcoming address by the Honorable Thomas Judge, Governor of Montana. Following the Governor, the Convention Committee, using the Convention theme of "EDUCATION," has attracted the National Education Committee Chairman, Vic Lyon, who will give the kick-off speech. Also on Monday morning's program is Mr. Don Hovde, a life member of the Real Estate Political Action Committee, and a member of the National Executive Committee. Monday afternoon will be devoted to a business meeting, and all Realtors are invited and encouraged to attend.

Tuesday's program is highlighted through education and personal dynamics. The entire day will be directed by the Montana Board of Real Estate and it's chairman, George Lackman. The Board has contracted with Mr. Burton Smith, a nationally renowned Realtor, who will share many years of real estate experience with all. In addition, the State Board has drawn on the talents of Mr. Bjorn Secher, who has said, "Success is luck . . . ask any failure." His topic will be **Think Again and Grow Richer.** All licensed salesmen and brokers are welcome and urged to attend.

(Cont. on Page 2)

IN MEMORIAM

Harold T. Karlsgodt

The Montana Board of Real Estate joins the many friends and associates of Harold T. Karlsgodt in paying tribute to his memory. The loss of this outstanding Realtor will be keenly felt by all who knew him.

The name of Harold Karlsgodt has long been legendary in real estate circles, in local and state associations. Primary among his many fields of interest in his chosen profession was his struggle to obtain passage of the Real Estate License Law Act of 1963. Through the many positions he held, and particularly as president of the Montana Association of Real Estate Boards, he was instrumental in developing and promulgating cooperation between the state association and the real estate board. His dedication to a better way of life for his fellow man was evidenced by many years of devoted service to local organizations and community and state activities. He brought to the profession a zeal to maintain and improve the standards of the Realtor, and thereby won the respect and admiration of his many associates.

DEPARTMENT OF PROFESSIONAL
STATE OF MONTANA
& OCCUPATIONAL LICENSING
BOARD OF REAL ESTATE

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Convention (Continued from page 1)

The program on Wednesday morning is designed to cover a wide range of helpful and profitable information assisting the Realtor in providing a professional appearance to the general public. You will be able to attend seminars conducted by farm and ranch people, lawyers, H.U.D.-F.H.A., hopefully some environmentalists, plus others.

Wednesday afternoon will be devoted to the final business meeting of the year, which includes the election of YOUR OFFICERS. The National President-elect, Joe Doherty, the Convention's principal speaker, will give the final address to the convention.

This convention is provided for the benefit of Realtors. REALTORS TAKE ADVANTAGE!

LEN MILLER REALTOR, GRI

CONVENTION COMMITTEE CHM.

Examination Date		Application Deadline Date	
May	19	April	2
June	23	May	1
July	21	June	1
Aug.	25	July	2
Sept.	22	Aug.	1
Oct.	20	Sept.	3
Nov,	24	Oct.	1

Summary of Senate Bill 208

Senate Bill 208, the "Montana Subdivision and Platting Act," replaces the state's present laws relating to the surveying, platting, and public review of subdivisions, and to the adoption of local subdivision regulations. The Act defines "subdivisions" as land which has been divided into two or more parcels, any of which is 10 acres or less in size, in contemplation of conveying any interest in the parcels. Condominius and areas providing multple space for camping trailers or mobile homes are also considered to be subdivisions under SB 208 regardless of their size.

The new law, which takes effect on July 1, 1973, provides that every division of land which creates a new boundary line must be surveyed and that a certificate of survey showing the new parcel or parcels must be filed for record by the surveyor. The law further requires that every proposed "subdivision," as that term is defined by the Act, must be surveyed, platted and submitted to the appropriate city or county governing body for review and approval. The Act also provides that interested state and local government agencies must be given the opportunity to review and comment on plats of proposed subdivisions.

Under Senate Bill 208 no interest in subdivided land may be conveyed or offered for sale by the owner until a plat of the subdivision has been approved by the appropriate governing body, following a public hearing, and filed for record with the county clerk and recorder. Clerks and recorders will refuse to record instruments executed after July 1, 1973, which document the subdivision of land as defined by SB 208 unless a plat of the subdivision is of record. Furthermore, no subdivision plat will be accepted for filing by the clerk and recorder unless it bears the certificate of approval of the governing body.

By July 1, 1974, every city and county in Montana must adopt subdivision regulations which meet minimum requirements set out in the Act and promulgated by the Department of Intergovernmental Relations. If any city or town fails to adopt regulations, the Department must adopt a set of regulations to be enforced by the city or county.

(Continued on page 7)

Pictured above from bottom left are: Curtiss Phipps, Montana Board of Real Estate Commissioner; Maurice Unger, featured speaker; George Lackman, Chairman of the Board; top left: Cliff Jensen, Billings realtor; James Polsen, speaker, and Vern Hoven, speaker.

Picture was taken on May 11, 1973 prior to the Billings Session of the Second Educational Seminar. The speakers plus Board members and employees of the Board, were the guests of Cliff Jensen, who heads Associate Reaty in Billings. The Yellowstone Country Club gave beautiful surroundings and a congenial host insured that a good time was had by all.

HERE'S YOUR PERSONAL CONVENTION CHECKLIST

Here's a checklist to show just how valuable conventions are to you! Do you come to:

- _____ Elect officers that administer your Association?
- _____ See and learn of new techniques?
- _____ Talk shop with contemporaries and discuss mutual problems?
- _____ Help determine your Association's programs of action?
- _____ Make new friends and visit old ones?
- _____ Hear talks by experts in fields directly related to your business?

We know the regular convention goers checked every item on this list. If you haven't attended a convention why not come to this one and see for yourself?

THE COLONIAL HILTON, HELENA

September 16-19, 1973

DON'T FORGET THE

26th REALTORS CONVENTION

IN HELENA

SEPT. 16-17, 1973

The Development of Montana

By Chet Huntley

When **The Montana Real Estate Review** asked me to write a piece regarding the future development of Montana, as I see it, a prolonged spasm of hesitation and procrastination sets in. It is the tendency of any writer, perhaps, to draft the definitive work on any subject he approaches; but there is not yet anything approaching the definitive and complete study of future land use for any area of this country. We will come to conclusions and adopt plans and policies . . . wise ones, hopefully . . . by bits and pieces. The task of developing wisely and well is going to require the patience and dedication of several generations.

It seems to me that the broad goals concerning Montana's future development are rather apparent. We can, at least, get ourselves headed in the right direction with the sure knowledge that our course must undergo adjustment and refinement many times in the future.

It is the brutal and unfortunate truth that a good many communities of our state need be under no pressure to get on with careful planning. These communities are scattered through our broad livestock areas where agriculture is extensive in character . . . not intensive. There simply is no present prospect of population growth in these communities. The land will support a given number of cattle or sheep, which in turn support a given number of people. Until or unless some other resource is discovered in or near these communities, development planning is going to be confined to modest improvement of what is already there.

But there are other communities of the state in which growth is an established fact and future growth is a certainty.

Without getting bogged down in the controversy concerning the exploitation of Montana's coal resources, I would urge my fellow citizens of this state to undertake one rather simple obligation: get to Coalstrip and take a look at the manner in which the science of land reclamation is being applied. It tends to give the lie to our over-zealous citizens who are crying "doomsday" and who apparently believe that nature put that coal in the ground for the buffalo to look at, but certainly not for man to utilize. Coalstrip is proof that we do have the skills and the knowledge to use our land wisely.

In and around our growing towns and cities and in most of our scenic areas, I fear that some erosion is going to take place in respect to the lovely old concept that "this is my land and, by damn, no one is going to tell me what I can or cannot do with it"

The next question is: who is going to tell us what we can or cannot do with our land?

I fear that town or city government or county commissioners are not up to it. They are too near the heat . . . too much in the center of the kitchen. Reluctantly, I have come to the conclusion that state government is going to be required to formulate the broad perimeters of future land development.

It is, indeed, infuriating to be told by any authority that a set of plans for a development are unwise and that the implementation of the plans must be forsaken. But there is one solace . . . ninety times out of a hundred the alternative plans which **do** meet the specifications of the authority add more to the value of the property.

It is to be hoped that every growth area and community of the state is now engaged in planning for the future. If not, then the state legislature should make it mandatory.

In broad strokes, I would like to see every growth community of this state engage itself **now** in the exciting and rewarding task of planning and beautifying itself to the end that in 20 or 25 years these communities of Montana might challenge every other town or city in America to a "most beautiful community" contest.

In terms of detail that means immediate planning, followed by **action,** in respect to all the grubby matters of traffic and parking, tree planting, park development, the control of commercial signs, strict site laws and ordinances, sewer systems, waste disposal, and the beautification of mobile-home parks.

Speaking of mobile homes, they are going to be with us for as far as we can see into the future. The construction industry has priced itself out of the market of millions of Americans. But there is absolutely no reason why a mobile-home area must be unsightly.

Agricultural economics are such at this moment that our state legislature might well begin to think in terms of long range plans for the beautification and improvement of our farms and ranches. Corrals and holding pens must be gradually moved away from the banks of streams, old farm machinery must somehow be transported to the scrap metal plants.

Tourism and recreation are going to flourish in this state of ours and it is absolutely essential that the developers of recreation areas and resorts plan and develop wisely. This new industry is fully prepared to meet any workable and common sense requirements imposed by the state or the local governments. In return, the people of this state might scorn the few but noisy "90-day wonder ecologists" who appear to be opposed to all growth and to all tourism. Given their way they would place a chain fence around some 35% of the land in the state and dedicate it as wilderness area.

There is a very definite plan in our state for wilderness areas and we are blessed with a number of them. Some of these areas should be modestly expanded and several of our scenic areas should be so designated. But there is also a place for recreation and tourism in our state. It is not a question of either-or. We can have both in extraordinary quantities.

Finally, there is on eternal and unwritten law which must apply to every developer: control thy greed. We cannot have suffocating high density of our land. There is no justification for it in this broad and beautiful state. We must come to regard space as a valuable commodity. I would hope that Big Sky of Montana has established a precedent in chartering itself to development of no more than 30% of its property.

Fair Housing Law Explained

In 1968, the Supreme Court of the United States reaffirmed the Civil Rights Law of 1866. This law stated that **all citizens** of the United States shall have the same right, in every state and territory to inherit, purchase, lease, sell, and hold real and personal property. The Supreme Court held that this law prohibited racial discrimination in connection with the sale or rental of all property.

In 1968 Congress passed the Federal Fair Housing Law. and gave its administration to the Department of Housing and Urban Development. These two events brought the realization of a new social ethic to America. It is now clear that people have a right to shelter. It is not a privilege.

Title VIII of this Act is popularly known as the Fair Housing Law.

The staff assigned by HUD to carry out the Secretary's responsibility has been small. This staff compliment has been increased in recent months, and we now have an equal opportunity position in the Helena HUD-FHA office.

Title VIII of the Civil Rights Act of 1968 is broad in coverage. It states that it is the policy of the United States to provide within constitutional limitations for fair housing throughout the United States.

President Nixon reinforced the fair housing national policy and his commitment to the enforcement of Title VIII when he said, "Denial of equal housing opportunity to a person because of race is wrong and will not be tolerated." Mr. Nixon went on to say that, "Such denial will not be tolerated whether practiced directly and overtly, or under the subterfuges or indirectly through such practices as price and credit discrimination."

The Secretary of HUD has accepted the mandate imposed upon him by the Congress and by the President. This department takes very seriously any housing discrimination complaint within jurisdiction of the Fair Housing Law.

Broadly speaking, Title VIII covers most housing and the law prohibits discrimination in the sale or rental of dwellings, discrimination in financing, discriminatory advertising and blockbusting. Title VIII also makes it unlawful to deny any preson access to or membership in any multiple listing service or real estate brokers organization because of race, color, religion or national origin.

Specifically it is now illegal to:

1. To refuse to sell or rent after the making of a bona fide offer, or to refuse to negotiate for the sale or rental of, or otherwise make unavailable or deny, a dwelling to any person because of race, color, religion or national origin.
2. To discriminate against any person in the terms, conditions, or privileges of sale or rental of a dwelling, or in the provision of services or facilities in connection therewith, because of race, color, religion or national origin.
3. To make, print, or publish, or cause to be made, printed, or published any notice, statement, or advertisement, with respect to the sale or rental of a dwelling that indicates any preference, limitation, or discrimination based on race, color, religion or national origin, or an intention to make any such preference, limitation or discrimination.
4. To represent to any person because of race, color, religion or national origin that any dwelling is not available for inspection, sale, or rental when such dwelling is in fact so available.
5. For profit, to induce or attempt to induce any person to sell or rent any dwelling by representations regarding the entry or prospective entry into the neighborhood of a person or persons of a particular race, color, religion or national origin.

For any inquiries on administration of Fair Housing Law or for further information or clarification of the Act, contact the HUD-FHA insuring office—Tip O'Neal, Equal Opportunity Specialist, 616 Helena Avenue.

PROCEDURE FOR EXAMINATION

All applications for examination are due in the Board office the first day of the month preceeding the examination. Upon receipt, the application is processed. If everything is in order, a notice of scheduling is then sent to the applicant. No notice is sent to the sponsoring broker, nor is the sponsoring broker notified whether his candidate passed or failed. All applicants are registered by their name and address only. It is assumed a sponsoring broker will work with his "salesman" in preparing him for the examination and therefore be kept informed through this contact of his applicant's status. This same concept applies to the results. The examinee will receive the scores to his test about three weeks from the date of examination. It is the examinee's responsibility to keep his sponsoring broker informed.

The "Master List" of results are sent to the Board office the same day the scores are mailed to the examinees. After receiving this list, appropriate forms for licensing or re-examination are mailed from the Board office. The successful applicants will receive a "Notification of Address" and bond form. He then completes both forms and returns them to the Board office with the required $20.00 license fee. ($25.00 for a broker's license.) The employing broker will receive the new license by mail.

The procedure for a "salesman" who has failed for the first time is as follows: After the unsuccessful applicant has received his notice of failure, the necessary form for reapplying is sent from the Board office. He then returns this form with the $20.00 examination fee and is scheduled for the next available examination.

For those who did not attend the examination as scheduled, there is a $10.00 rescheduling fee. If the quota for the next test is not already filled, he may be scheduled for that exam. If the quota is filled, he must wait until the next available testing date.

All applications remain active for a period not to exceed six (6) months from the date of receipt. If an applicant fails to pass the examination the first time, and reapplies to take it for a second time, within this six month period, he does not need a new application. However, should he let his application expire, it is necessary to refile the application in its entirety. This includes the sponsoring broker's endorsement again.

This is the procedure for examination now observed at the Montana Board of Real Estate office. Should you have any questions or suggestions, please feel free to call or write.

PATTI ROBINSON, OFFICE MANAGER,
MONTANA STATE BOARD OF
REAL ESTATE

WE ARE WAITING TO GET YOUR LETTERS. THIS IS YOUR SPACE! USE IT!

ANALYSIS — MARCH 1973 BROKER EXAMINATION

SURVEY

1. 41 of 45 broker applicants filled out the survey to some extent.
2. The youngest taking exam was 26.
   The oldest taking exam was 63.
3. There were:
   6 applicants between the age of 26-30.
   11 applicants between the age of 31-40.
   14 applicants between the age of 41-50.
   10 applicants between the age of 51-63.
4. The average broker applicant age was 42.
5. There were 32 male applicants.
   There were 9 female applicants.
6. General Education:
   Some High School — 1
   High School Diploma — 16
   Some College — 15
   College Degree — 8
   Advanced Degree — 1
7. 22 applicants had some type of formal real estate education.
8. Do you think examination was comprehensive?
   Yes 95% No 5%
   Do you think examination was fair?
   Yes 92% No. 8%
   Do you think subject matter was adequately tested?
   Yes 89% No 11%
   Were the directions easily understandable?
   Yes 89% No 11%
9. Number of times applicant has taken exam:
   First time — 17
   Second time — 15
   Third time — 7
10. Of those not taking a pre-exam course 17
    53% passed
    47% failed

STRUCTURED PRE-EXAM COURSES

Real Estate Institute 12
50% passed
50% failed

U of M Fundamentals 6
50% passed
50% failed

G.R.I. 4
50% passed
50% failed

M.A.I. 2
0% passed
100% failed

Others (M.S.U.—Institute 100-Vo-Tech-Weaver 6
50% passed
50% failed

TOTAL PERCENT OF ALL CANDIDATES EXAMINED
49% passed
51% failed

BREAKDOWN BY SECTION ..... BROKER
of those broker applicants failing exam 17

1. 52% failed the first section.
2. 22% failed the second section.
3. 65% failed the third section.
4. 80% failed the fourth section.

ANALYSIS — MARCH 1973 SALESMAN EXAMINATION

SURVEY

1. 187 of 192 salesman applicants filled out the survey to some extent.
2. The youngest salesman applicant was 19.
   The oldest salesman applicant was 74.
3. There were:
   78 Applicants between the age of 19-30.
   48 applicants between the age of 31-40.
   39 applicants between the age of 41-50.
   18 applicants between the age of 51-60.
   4 applicants between the age of 61-74.
4. The average age of the salesman applicant is 36.
5. There were 140 male applicants.
   There were 47 female applicants.
6. General Education:

Some high school	3
High school Diploma	53
Some College	59
College Degree	60
Advanced College Degree	12

7. 105 applicants had some type of formal real estate education.
8. Number of times applicant has taken exam:
   First time — 134
   Second time — 37
   Third time — 11
   Fourth time — 3
   Fifth time — 1
   Sixth time — 1
9. Do you think the examination was comprehensive?
   Yes 82% No 18%
   Do you think the examination was fair?
   Yes 79% No 21%
   Do you think the subject matter was adequately tested?
   Yes 78% No 22%
   Were the directions easily understandable?
   Yes 90% No 10%
10. Of those not taking a pre-exam course 82
    44% passed
    56% failed

STRUCTURED PRE-EXAM COURSES

Real Estate Institute 58
59% passed
41% failed

U of M Fundamentals 15
33% passed
67% failed

Vo-Tech 23
43% passed
57% failed

Valley Realty Course 6
33% passed
67% failed

Principles of Real Estate (MSU) 5
20% passed
80% failed

U of M Day Classes 5
40% passed
60% failed

Weaver 3
33% passed
67% failed

Great Falls Commercial College 3
33% passed
67% failed

Others (Modern Bus. Col.—Llewellyan-MAI) 6
33% passed

67% failed

TOTAL PERCENTAGES OF ALL CANDIDATES EXAMINED
45% passed
55% failed

BREAKDOWN BY SECTION
of those salesman applicants failing exam 106
1. 72% failed the first section 76
2. 40% failed the second section 42
3. 38% failed the third section 40

ANALYSIS — MAY 19, 1973 BROKER EXAMINATION

SURVEY

1. 43 broker applicants were registered
   40 broker applicants were tested
2. 37 broker applicants filled out the survey to some extent.
3. The youngest taking the exam was 24
   The oldest taking the exam was 61
4. There were:
   8 applicants between the ages of 24-30.
   9 applicants between the ages of 31-40.
   14 applicants between the ages of 40-50.
   6 applicants between the ages of 51-61.
5. The average broker applicant age was 41.
6. There were 29 male applicants.
   There were 8 female applicants.
7. General Education:
   High School — 10
   Some College — 15
   College Degree — 11
   Advanced Degree — 1
8. 34 applicants had some type of formal real estate education.
9. Do you think this examination was comprehensive?
   Yes 87% No 13%
   Do you think this examination was fair?
   Yes 81% No 19%
   Do you think the subject matter was adequately tested?
   Yes 81% No 19%
   Were the directions easily understandable?
   Yes 97% No 3%
10. Number of times applicant has taken exam:
    First time — 31
    Second time — 3
    Third time — 3
11. of those not taking a pre-exam course 8
    0 passed
    8 failed 100% failure

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 14
14% passed
86% failed

Real Estate Institute 10
10% passed
90% failed

G.R.I. 6
33% passed
67% failed

U of M Correspondence Courses 4
75% passed
25% failed

Other 3
33% passed
67% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
20% passed (8)
80% failed (32)

BREAKDOWN BY SECTION
of those failing the exam 32
31% failed the first Section (10)
7% failed the second Section (2)
33% failed the third Section (11)
80% failed the fourth Section (32)

ANALYSIS—MAY 19, 1973 SALESMAN EXAMINATION

SURVEY

1. 157 Salesman Applicants were registered.
   110 Salesman Applicants were tested.
2. 116 Salesman applicants filled out this survey to some extent.
3. The youngest salesman applicant was 19.
   The oldest salesman applicant was 63.
4. There were:
   3 applicants between the ages of 19-20
   31 applicants between the ages of 21-30
   42 applicants between the ages of 31-40
   25 applicants between the ages of 41-50
   15 applicants between the ages of 51-62
5. The average salesman age is 38.
6. There were 82 male applicants.
   There were 34 female applicants.
7. General Education:
   Some High School — 1
   High School Diploma — 24
   Some College — 41
   College Degree — 36
   Advanced Degree — 7
8. 97 applicants had some type of formal real estate education.
9. Do you think this examination was comprehensive?
   Yes 78% No 22%
   Do you think this examination was fair?
   Yes 75% No 25%
   Do you think the subject matter was adequately tested?
   Yes 75% No 25%
   Were the directions easily understandable?
   Yes 82% No 18%
10. Of those not taking a pre-exam course
    5 passed — 26%
    14 failed — 74%

STRUCTURED PRE-EXAM COURSES

Pre-Licensure Workshop (Carroll College) 39
69% passed
31% failed

Montana Real Estate Institute 37
46% passed
54% failed

U of M Correspondence Course .....
30% passed
70% failed

Other (Missoula Vo-Tech, Bozeman Vo-Tech) 17
35% passed
65% failed

TOTAL PERCENTAGE OF ALL CANDIDATES EXAMINED
49.6% passed (59)
50.4% failed (60)

BREAKDOWN BY SECTION
of those salesman applicants failing exam 60
53% failed Part A 32
18% failed Part B 11
75% failed Part C 40

Taxpayer's Classification

Dealer or Investor

Real estate licensees must plan personal real estate transactions very carefully to receive any capital gain benefits.

An investor receives the capital gains treatment, while a person who is classified as a dealer does not.

Factors that may lead to classification as a dealer:

a. Actively engaged in the real estate business and maintains an office.
b. The number of real estate transactions within a given period. A frequent number of purchases, sales, or exchanges, continuously during any given year or years, by oneself or through third persons.
c. One who is primarily engaged in the business of subdividing, developing, or building.
d. The sale of a property immediately after purchase or shortly thereafter; regular speculation and quick turnover.

Factors that may lead to classification as an investor:

a. Primary occupation or business is not in real estate.
b. Property being sold, exchanged, or transferred has been held for an extensive period of time.
c. Few purchases, sales or exchanges over an extended period of time.
d. A taxpayer may be allowed capital gains treatment if he can show that the sale or exchange is merely the liquidation of an investment.

Obviously, each case may have to be decided individually by the Internal Revenue Service. You may be deemed an investor in one transaction and a dealer in another.

PLAN AHEAD!
ED SHEEHY
SPECIAL INVESTIGATOR.

Bill 208 (Continued from Page 2)

Plats submitted for approval pursuant to Senate Bill 208 must conform to the requirements of the Act and regulations adopted pursuant thereto and must be accompanied by a report describing the natural characteristics of the land to be subdivided and stating the anticipated needs of the proposed subdivision for public services. This information will provide the basis for review and comment by state and local agencies.

May, 1973 Seminar

Although the May seminars held in Billings and Great Falls did not have the participation that was had in March, this agency still feels them to be a success. Each city turned out approximately 100 participants, who eagerly sat through eight hours of lectures, while our beautiful Montana sunw sa luring everyone outdoors.

The featured speaker, Maurice A. Unger, University of Colorado, produced clear evidence on why an investment in real estate is "The only way to go."

The other speakers on the program, which saw the master of ceremonies spot shared by Chairman George Lackman and Board members Art Dickhoff and Curtis Phipps, contributed greatly to the success of this seminar.

Herb Richards, President of Life of Montana, spoke on the economic development of Montana by her citizens, explaining in detail how this development could be financed. Dr. James H. Polsin, through his talk on the "Anatomy of a Sale," showed all participants how they might increase their sales volume, by effective communications. Certified Public Accountant, Vern Hoven, of Missoula, guided his listeners through a series of tax advantages that a licensee could use for the benefit of his clients.

These seminars are devoted to the educational growth of all members of the real estate industry. Usually those who are best informed use the seminars as a refresher. If you did not attend one this year, mark your calendar so as not to miss this opportunity in 1974.

CLIFF CHRISTIAN
DEPUTY DIRECTOR

WE ARE WAITING TO GET YOUR LETTERS. THIS IS YOUR SPACE! USE IT!

To Brokers and Salesmen:

The act of being licensed to serve as a real estate broker or a real estate salesman is an endorsement o the effect that you are recommended to the Public as an honorable, capable, trustworthy citizen. In accepting employment as a broker or salesman you are pledging yourself to protect and promote the best interests of your clients, both sellers and buyers. This obligation of absolute fidelity is primary.

Please perform a REAL SERVICE to the Public, to yourself, and to the State of Montana by giving your wholehearted cooperation and support to this Board in detecting and exposing unlicensed operators and violators of the Real Estate License Law. They are a menace to your business, an enemy to the Public; they are in direct breach of the law that would protect you.

Is Your Address Correct?

Section 66-1935, R.C.M., 1947, as amended states:

> . . . In case of removal from the designated address, the licensee shall notify the Board before such removal or **within ten days** thereafter, designating he new location of this office, and paying the required fee, whereupon a license for the new location for the unexpired period shall issue.

The law requires that each change of office or place of business, a fee of five dollars ($5.00) must be paid. Please check the address on this bulletin and, if it is **not correct,** notify the Board at once! For a change of address it is necessary that you forward to the office of the Montana Real Estate Board your license, pocket card, and a fee of $5.00. Be sure to include your zip code. If you are a salesman changing brokers, please state the name and business address of your new employer.

With files to be maintained on approximately 2,000 licensees, it is **IMPERATIVE** that this requirement be met by every licensee who changes his address. Your cooperation will be greatly appreciated. Thanks!

Montana Board of Real Estate
Lalonde Building
Helena, Montana 59601

Bulk Rate
PAID
Permit No. 114
Helena, Mont.